

Message Text

UNCLASSIFIED

PAGE 01 RIO DE 00044 061513Z

43

ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 EPA-04 OES-05 CEQ-01 /028 W

----- 122239

R 061408Z JAN 76

FM AMCONSUL RIO DE JANEIRO

TO SECSTATE WASHDC 3192

INFO AMEMBASSY BRASILIA

AMCONSUL SAO PAULO

AMCONSUL SALVADOR

UNCLAS RIO DE JANEIRO 0044

E.O. 11652: N/A

TAGS : BEXP BR

SUBJECT : US POLLUTION CONTROL EQUIPMENT TRADE MISSION

REFERENCE : (A) RIO DE JANEIRO 4277; (B) STATE 297352

FOLLOWING ARE COMMENTS ON MARKETING POSSIBILITIES OFFERED BY
FIRMS MENTIONED REFTEL (B):

1. CHEM-TEC INTERNATIONAL, DIVISION OF PRINCE MACARONI MFG
CO., LAWRENCE, MASS: SEVERAL TYPES OF CHEMICAL PUMPS ARE MANU-
FACTURED IN BRAZIL BY SUBSIDIARIES AND/OR LICENSEES OF AMERICAN
AND EUROPEAN FIRMS. CHEM-TEC CHANCES OF PENETRATING BRAZILIAN
MARKET WILL BE ENHANCED BY CONSIDERING POSSIBILITIES FOR JOINT
VENTURE OR LICENSING AGREEMENT TO MANUFACTURE IN BRAZIL,
SHIPPING KEY COMPONENTS FROM US.

2. VIC MANUFACTURING COMPANY: AS MENTIONED REFTEL (A), 85
TO 95 PERCENT OF DEMAND ON GAS ADSORPTION SYSTEMS IS MET BY
LOCAL MANUFACTURERS. THEREFORE, VIC SHOULD CONSIDER PENETRATING
THE MARKET BY ESTABLISHING A JOINT VENTURE OR LICENSING AGREEMENT
TO MANUFACTURE THEIR AIR POLLUTION CONTROL EQUIPMENT AND SHIPPING
COMPONENTS IN BRAZIL.

DEXTER

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